Asset Optimization

Equipment & Systems Performance Optimization (ESPO)

Lisa Zagura, Columbia Gas

Maryette Haggerty Perrault, Eversource

Zack Lippert, National Grid

WE ARE MASS SAVE®:

Agenda

- Transitional Offering Needs – 5 min
- ESPO Offer Overview – 10 min
- 2019 Results & Notable Successes – 5 min
- Innovations Brainstorm – 10 mins

Transforming Market, Transforming Programs

- Evolving Market Needs:
  - Equipment replacements are providing diminishing returns in the mature MA market
  - Building data can be leveraged to drive deeper efficiency & identify future savings opportunities
  - New workforce & education driven ways to provide customers efficiency opportunities

Offering Evolution

New Equipment & Systems Performance Optimization Provides:

- Data driven measures
- Systematic approach
- Mitigation of customer & vendor liability
- Commissioning as recognized route to savings for existing buildings
- Connects investigation to implementation
- Provides financial support for investigating & quantifying opportunities

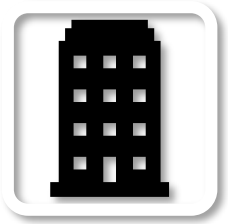
Introduction to ESPO

- Enables **commercial & industrial customers of all sizes** to improve the control of their building & process systems through…
  - Retro-Commissioning (RCx)
  - Monitoring Based Commissioning (MBCx)
  - Improved Operations & Maintenance (O+M)
- Retrofit implementation program to tune or repair controls already in place
  - Not intended for installation/upgrades of BMS controls or points

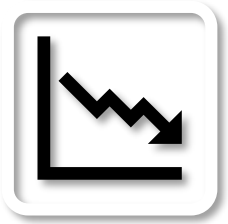
ESPO Offering Overview

Low Cost Tuning Measures

Targeted Systems Tuning



Whole Building & Process Tuning



Monitoring Based Commissioning

Low Cost Tuning Measures Track

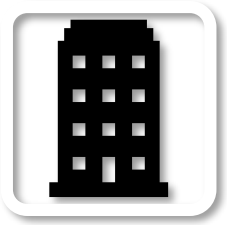
Isolated Tuning Measures

- Prescriptively Incentivized
- Typical RCx Measures
- No Energy Calculations Needed

Targeted Systems and Whole Building & Process Tuning Tracks

System Specific or Holistic RCx

Custom Approach to RCx



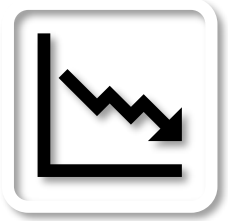
Energy Calculations Necessary

Tuning Investigation Funds*

Monitoring Based Commissioning Track

Monitoring Based Commissioning

- Pay for Performance Model
- Analytics-based MBCx
- Continuous Optimization



Overview

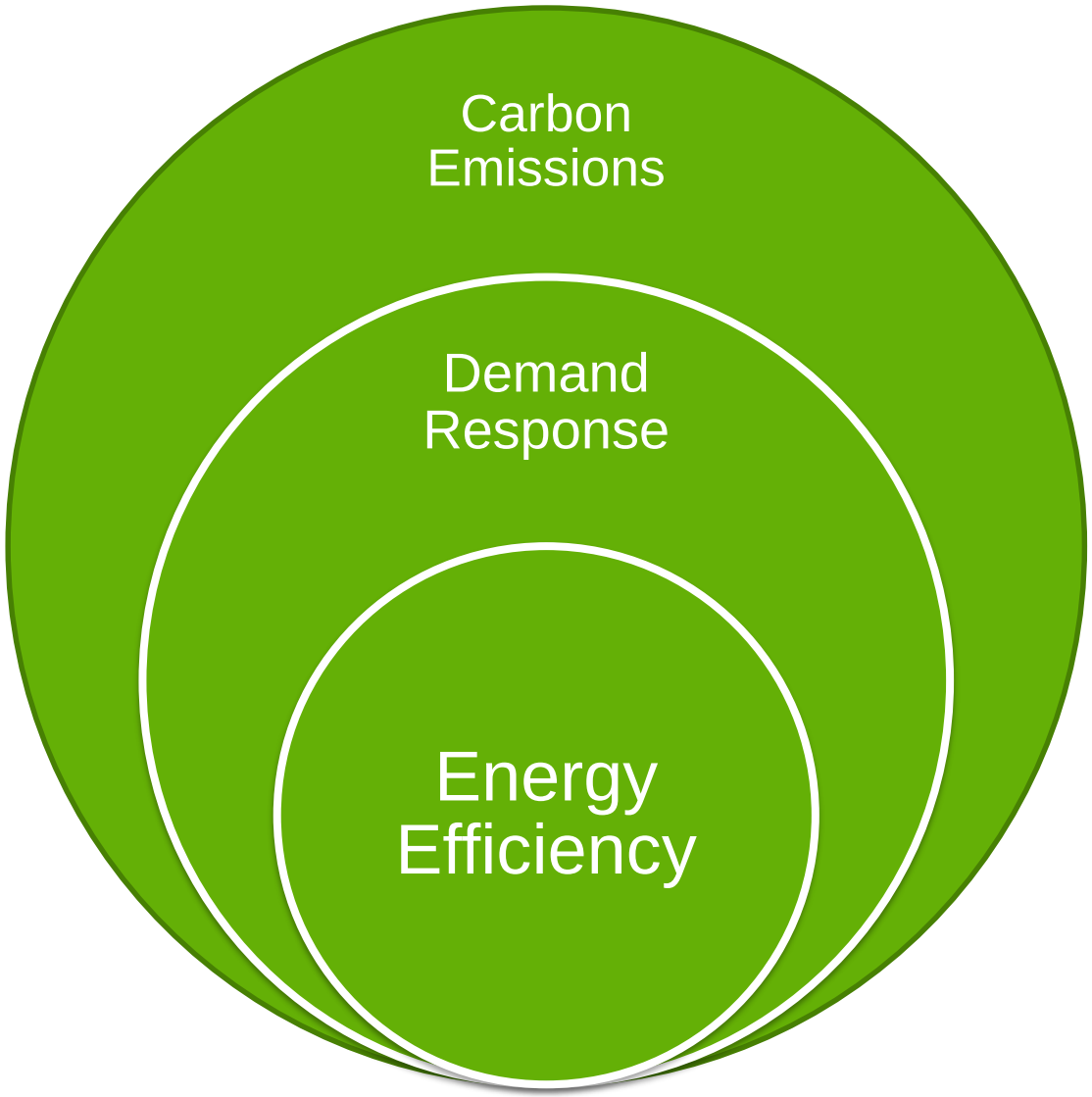
ESPO Offering

- Low Cost Tuning Measures
- Targeted Systems Tuning
- Whole Building/ Process Tuning
- Monitoring Based Cx
- Prescriptive Style Application
- Custom Energy Savings Application
- P4P Style Application

2019 Results & Successes

- Eversource closed out 10 ESPO projects representing 3.1M kWh
  - Over 3x the number of projects we did per year with P4P
- National Grid example projects
  - Office Campus, Targeted Systems – RTUs
    - Added schedules: saved ~255,000 kWh & $33,000 annually
  - Manufacturing Facility, Targeted Systems – Compressed Air
    - Repaired leaks: saved ~9,500 kWh & $1,900 annually

Continued Evolution



- Understanding MBCx value & developing appropriate offer
- Package offers for key verticals
- Improving existing offering to suit market needs

Brainstorming Session: How can we do this better for you?

Discussion Prompts

- What typical measures do we need to streamline through standardized calculations & baseline requirements?
  - Low Cost Tuning Measures
  - Targeted Systems Tuning
- How can the PAs better support vendors to drive projects to completion?
- How can the Offering be adapted to serve the market better?

Questions?
Thank you!

For further information:

Email – ESPO-Program@eversource.com

Website – MassSave.com/ESPO

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Low Cost Tuning Measures

- **HVAC**
  - Optimize Economizer Control
  - Reset Condenser Water Temperature
  - Reset Discharge Air Temperature
  - Reset Chilled Water Temperature
  - Reset Boiler Water Temperature
  - Adjust Pump Schedules
  - Adjust System Schedules
- **Compressed Air**
  - Repair Compressed Air Leaks
  - Reduce Supply Side Pressure
- **Refrigeration**
  - Tune Anti-Sweat Controls
  - Clean Condenser Coils
  - Cycle Evaporator Fans
  - Optimize Floating Head Pressure
  - Lower Condensing Pressure
  - Optimize Condenser Fans
  - Optimize Evaporator Fans
  - Reduce Defrost
- **Steam**
  - Reduce Steam Boiler Pressure
  - Repair Steam Traps

Foodservice Equipment Incentive Program Options

February 25, 2020

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Agenda

- Overview of Equipment Types:
  - Common use cases
- Foodservice Equipment Program Paths:
  - Commercial Upstream
  - Downstream Incentive Application
- Feedback from Vendors

Overview of Statewide Approach

- Foodservice programs offered consistently statewide in MA and also RI
- Statewide Marketing Vendor
  - Hired CLEAResult in 2019 to assist with Commercial Upstream Program promotion in MA and RI

Equipment Types Incentivized

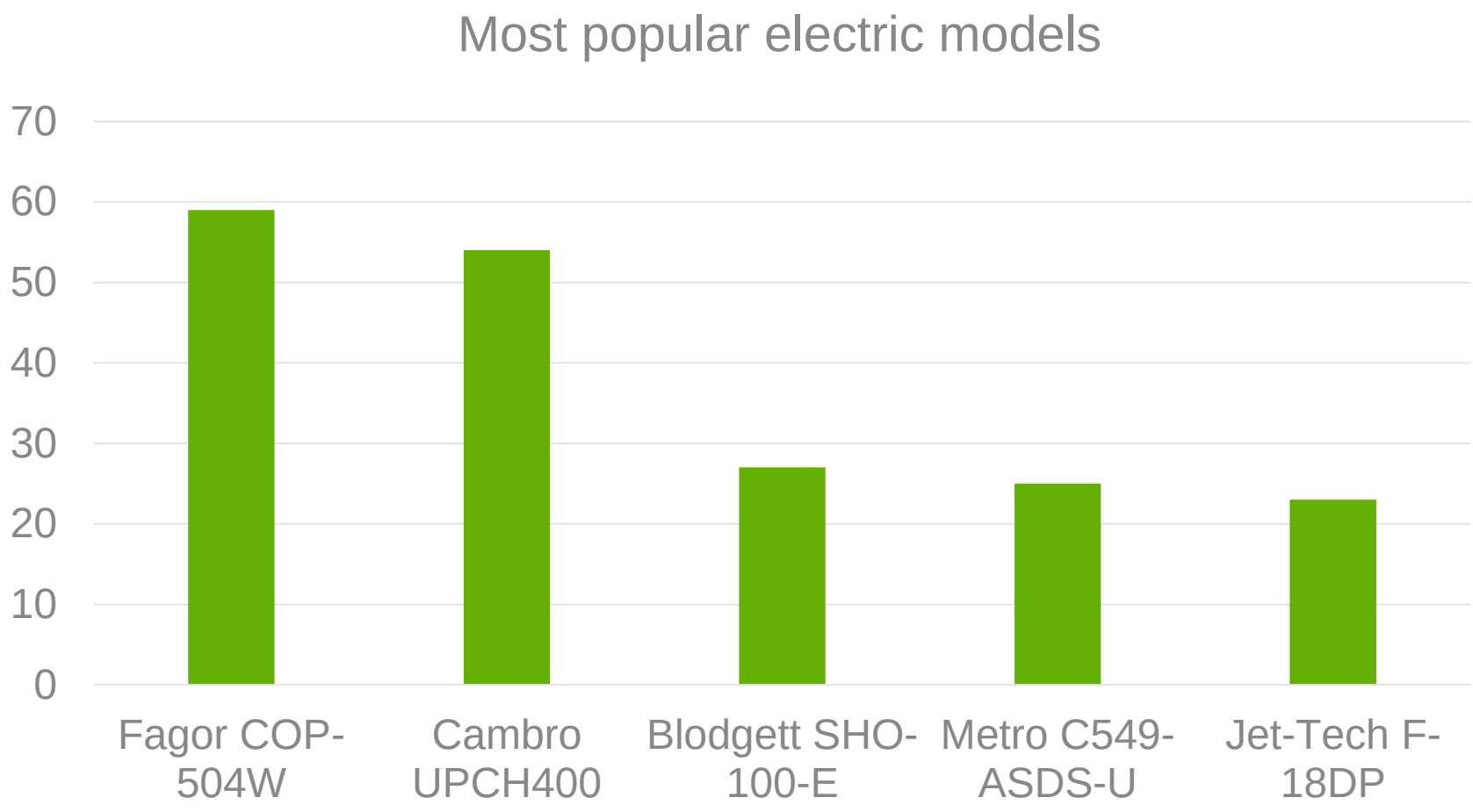
- Natural Gas or Electric Fueled:
  - Combination Ovens, Convection Ovens, Fryers, Griddles
- Natural Gas Fueled:
  - Conveyor Ovens, Pre-Rinse Spray Valves, Steamers, and Rack Ovens
- Electric Fueled:
  - Refrigerators, Freezers, Dishwashers, Steam Cookers, Hot Food Holding Cabinets, and Ice Machines

Equipment Types and Common Use Cases

- Foodservice equipment can be found more often than you might think!
  - Elementary Schools
  - Universities
  - Stadiums
  - Food Pantries
  - Restaurants
  - Grocery Stores
  - Convenience Stores
  - And more!

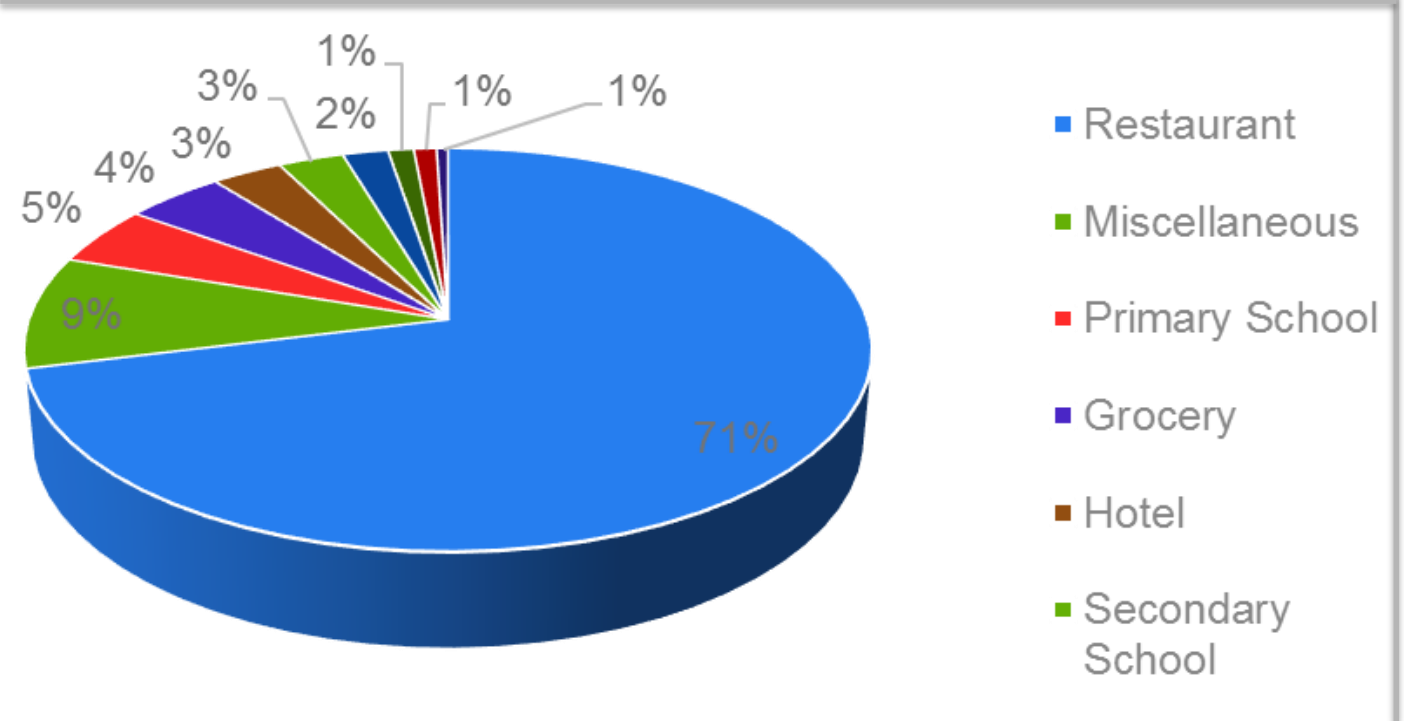
Electric Foodservice Equipment

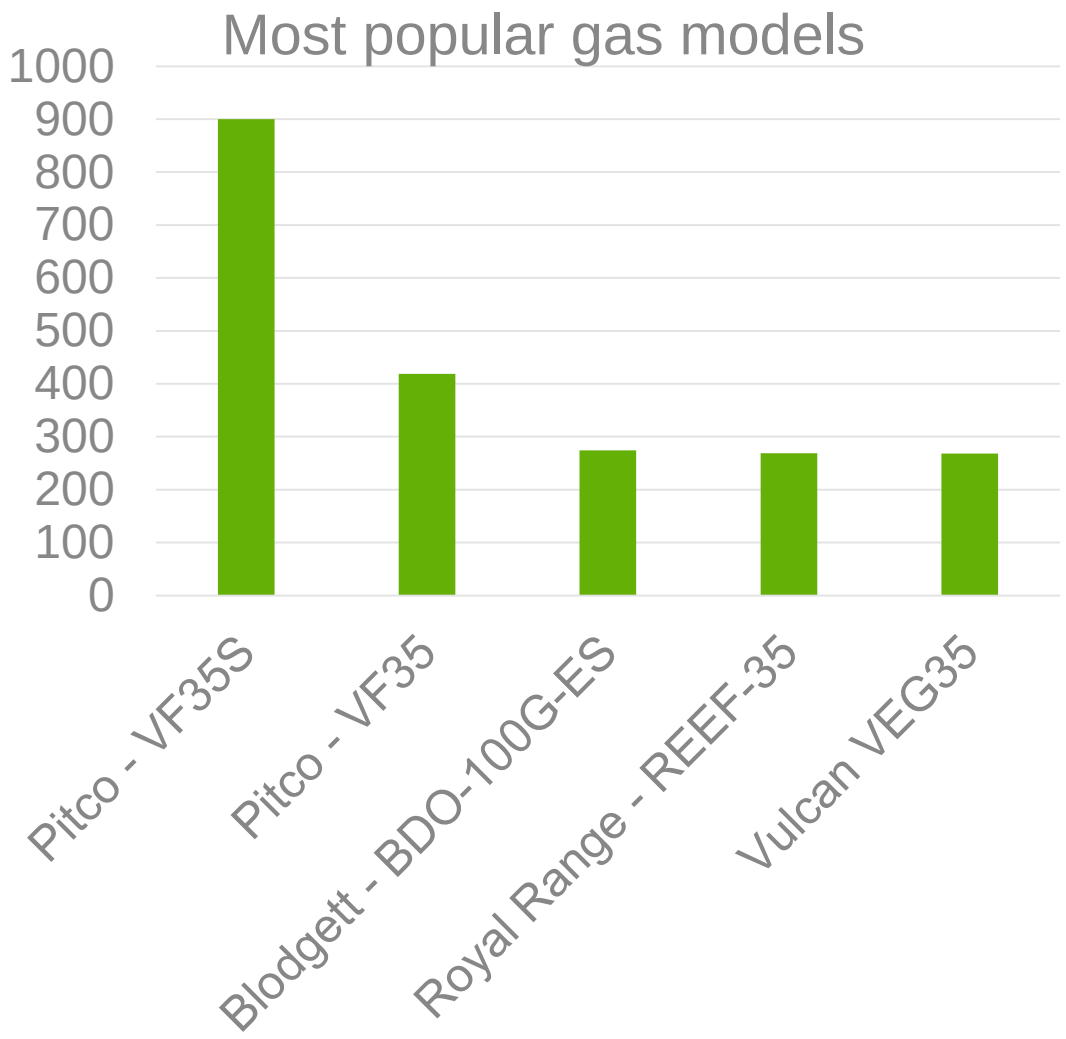
- Electric equipment – Refrigerators, Freezers, Hot food holding cabinets and Dishwashers are the most popular equipment sold through the program – especially in Restaurants
- Schools and universities purchase a lot of Hot food cabinets and Refrigeration as well



Natural Gas Foodservice Equipment

- Fryers and Convection Ovens are the most popular equipment types sold through the program
- Combination Ovens and Steamers are popular amongst schools and universities





Current Incentive Paths

1. Upstream Instant Rebate **OR**
2. Downstream Rebate Form

Customer must choose one path only, not both

Upstream “Instant Rebate” Path

- Instant discount applied at the point of sale at a participating equipment dealer.
- Business name, customer contact, and installation address required at the point of sale.
- Eligible equipment, incentives, and participating dealers can be found by visiting: MassSave.com/Instant-Rebates
- Upstream program encourages stocking of high efficiency equipment at the point of sale, to help with emergency replacement situations.
- Not all equipment dealers are participating. Use the downstream program if the dealer didn’t offer an instant discount.

Upstream Program Marketing

Look for in-store signage!

"Hang tag" example:

"Window cling" example:

Program flyers mailed to target customers periodically

Upstream: General Reminders

- A certain number of installations will be verified on-site by a 3rd party company to confirm that equipment was installed and matches the application data.
- Please make sure all project information provided at the time of sale is accurate.
- Equipment must be installed within 30 days of purchase. May not be used for stock.

Upstream: High Efficiency Condensing Units

- Commonly found in walk-in coolers and freezers
- Available upstream at participating HVAC distributors
- Must have floating head pressure controls, high-efficiency scroll/discus compressor, and a variable speed condenser

High-Efficiency Condensing Units (HECU) for Refrigeration (see QPL for qualified models)	
Equipment Size (Horsepower)	Customer Incentive ($/Horsepower)
≥ 1 HP and ≥ 3 HP	$400
> 3 HP and ≥ 5 HP	$200

Upstream: New Measure Conveyor Broiler

- New Measure recently approved – anticipated launch is April 1
- Would save natural gas (as the heating fuel) and electricity (to run the conveyor and fans)
- Eligible Equipment – must be tested with Food Service Technology Center (FSTC) and on their QPL

Measure	Equipment Incentive
Upstream Conveyor Broiler <22” wide	$2,000
Upstream Conveyor Broiler 22-28” wide	$2,500
Upstream Conveyor Broiler >28” wide	$3,000

Upstream Program Contacts: Electric

Cape Light Compact:
Lindsay Henderson
lhenderson@capelightcompact.org
508.375.6889 (office)
508.221.0200 (cell)

Eversource:
Shonte Davidson
shonte.davidson@eversource.com
401.616.7962

National Grid:
Jenn Sylvester
Jennifer.parsons@nationalgrid.com
781.227.0581

Unitil:
Tom Palma
palma@unitil.com
603.294.5172

Program Implementation Vendor:
Energy Solutions
617.440.5466
InstantRebates-NE@energy-solution.com

General Program Information:
MassSave.com/Instant-Rebates

Upstream Program Contacts: Natural Gas

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Eversource:

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Unitil:

Tom Palma

palma@unitil.com

603.294.5172

Program Implementation Vendor:

Energy Solutions

InstantRebates-NE@energy-solution.com

617.440.5466

General Program Information:

MassSave.com/Instant-Rebates

Downstream “Prescriptive” Incentive Path

- Downstream Incentive Path in place to capture sales from non-participating dealers (may not be combined with upstream incentive)
- Natural Gas and Electric equipment and incentives (with the exception of refrigerators and freezers which are not available through downstream) are identical to upstream
- www.masssave.com/en/saving/business-rebates/food-service-equipment

Process for Applying for Downstream Incentives

Application instructions are included on each document, with required documents, specifications and submittal information

Applications can be submitted to the Sponsors through one of the following paths:

1. Submit through www.MassSaveApplicationPortal.com **OR**
2. Submit directly to the appropriate Mass Save Sponsor

Note that applications related to Columbia Gas of MA, should be submitted through https://efi.secure.force.com/client/LandingMARebatesV1

MA Restaurant Customers: Field Support Resources

- Resources available:
  - National Grid *Serve Up Savings* Program:
    - Website: www.serveupsavings.com
    - National Restaurants (10 or more locations):
      - Leanne Gordon, Account Management Consultant
      - leanne.gordon@clearesult.com
    - Independent Restaurants (less than 10 locations):
      - Lindsay Hoey, Associate Account Manager
      - lindsay.hoey@clearesult.com
  - For other MA territories:
    - Visit www.masssave.com/en/saving/business-rebates and use the “Find Your Sponsor” tool on the right side for ways to receive incentives or refer to the Directory given during the event, to contact the appropriate Sponsor representative.

Other “Custom” Foodservice Measures

Some other measures may include:

- Variable Frequency Drives (VFDs)
  - Visit: www.masssave.com/saving/business-rebates/variable-speed-drives for the incentive application form
- Energy Management Systems (EMS)
  - Visit: www.masssave.com/learn/business/energy-management-systems for the incentive application form
- Kitchen Exhaust Hood Controls
- Refrigeration Case Lighting
- Strip Curtains and Automatic Door Closers
  - The above 3 measures may be available through a custom application or through an energy assessment of the facility (requirements may need to be met).

Visit www.masssave.com/en/saving/business-rebates and use the “Find Your Sponsor” tool on the right side for ways to receive incentives, or use the Directory given during the event to contact the appropriate Sponsor representative.

Feedback from Vendors?

- Were you aware of these incentive offerings?
- Do you understand why a customer must choose one path or the other (instant discount OR incentive check)?
- What can the Sponsors do to help you sell more foodservice equipment?
- Other Questions?

Thank you!

Visit www.masssave.com/en/saving/business-rebates and use the “Find Your Sponsor” tool on the right side for ways to receive incentives or refer to the Directory given during the event, to contact the appropriate Sponsor representative.

WE ARE MASS SAVE®:

2020 Mass Save Brand Guidelines

BEST PRACTICES & LOGO USAGE

2.11.2020

WE ARE MASS SAVE®:

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Mass Save Sponsors work with several service providers and community partners across the state of Massachusetts to help raise awareness and encourage participation in a wide variety of Mass Save programs.

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Mass Save Brand Guidelines

Mass Save has strong brand recognition and positive perception among Massachusetts residents and businesses.

Mass Save Brand Guidelines

Why have these guidelines been created?

Guidelines have been created to provide a basic understanding of how to correctly and effectively use the Mass Save identity. By accurately implementing these guidelines we are protecting and promoting the integrity of the Mass Save brand.

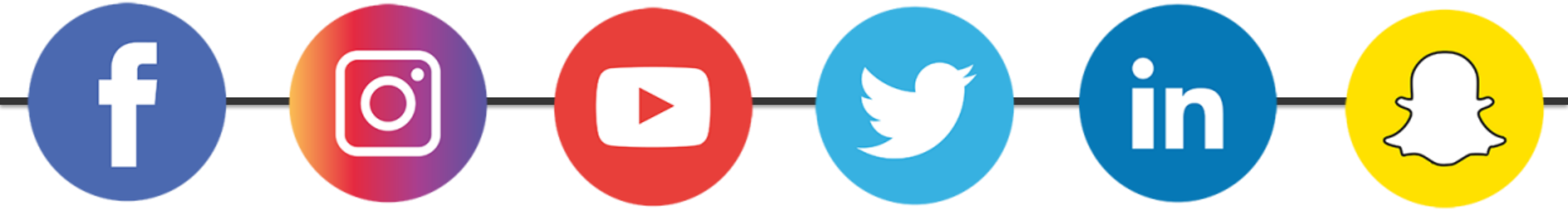
Mass Save Brand Guidelines

Who should use these guidelines?

The Sponsors, marketing partner consultants, and approved third parties who promote the Mass Save brand and its energy efficiency programs.

Best Practices

Social Guidelines Summary



Many of our partners help promote programs through social media, as an effective way to reach community members.

- When appropriate, Mass Save and Sponsors will share, re-tweet, mention and/or comment on community partners' social media posts
- Partners build positive brand associations through content promotion

Social Best Practices

Be consistent:

Even if it's only two or three times a week, post content on a regular basis.

Customer testimonials

Benefits of products or services offered

How your company utilized energy efficiency working with others in the community

Upcoming events, workshops, or other learning opportunities

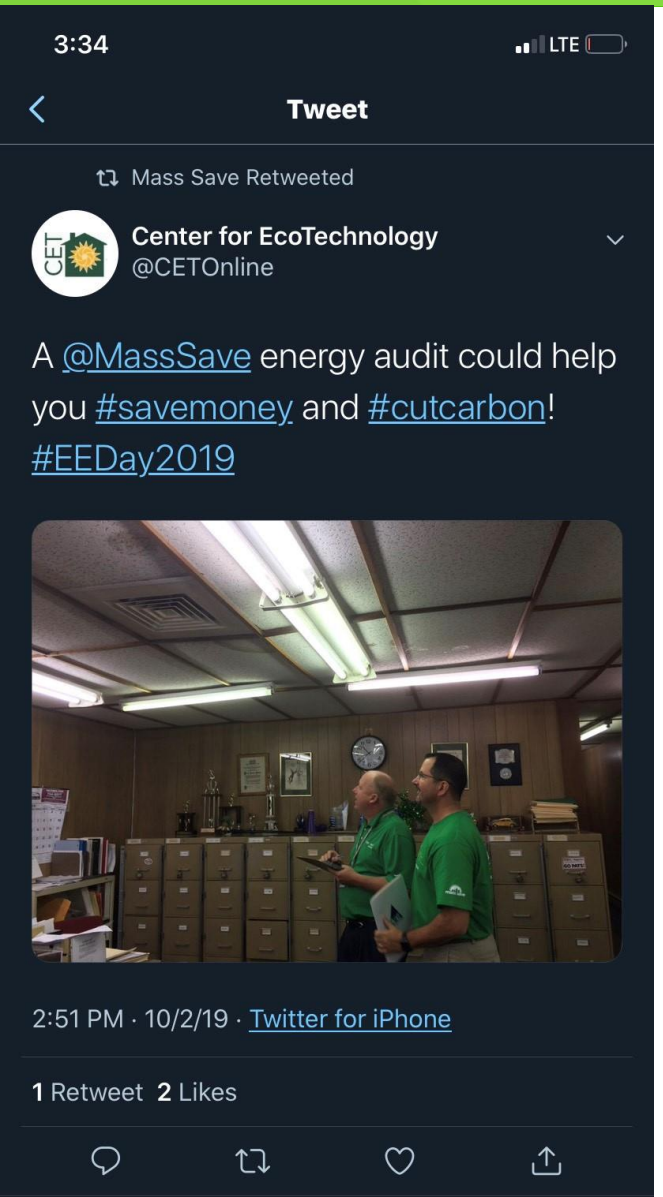
Give customers a behind the scenes look at your business and current energy efficiency initiatives

Social Best Practices

Whenever possible, use hashtags and tag community partners to extend the reach of your posts!

- Hashtags enter your content into larger, “trending” conversations
- Tagging community partners gives them the opportunity to share your content, ensuring their followers see your message

Social Best Practices



TAGGING MASS SAVE

Don't forget to tag (or @mention) Mass Save when you share messaging around Mass Save programs or direct audience members to Mass Save's website.

Positive posts can get re-tweeted or liked by the brand when doing so, amplifying reach across audiences.

Social Best Practices

KEEP IT POSITIVE

Rather than using language that discusses “wasted money” or “high utility bills,” focus on the **positive,** such as the money and energy savings Mass Save programs can provide to customers.

EXAMPLE

DO: Upgrade your water heater to save energy and money during the winter months. Eligible customers can save on the cost of new equipment with rebates of up to $700!

DON’T: Don’t waste money this winter! A high-efficiency water heater will cut the costs on your high utility bills.

Quick Terms Glossary

- Mass Save® Always two words, with first instance including registered trademark (not including the logo).
- Business Energy Assessment: always capitalize, as this is a Mass Save branded service.
- Energy-efficient vs. energy efficient: there should be a hyphen when used as an adjective before a noun. No hyphen is needed when it is not used as an adjective describing a noun.
- Energy efficiency: do not use a hyphen.
- Energy-saving: when used as an adjective, this is a hyphenated modifier, so there should always be a hyphen when used as an adjective before a noun.
- No-cost, low-rise, high-rise, high-efficiency should always be hyphenated; should be capitalized when used in a title/header as well as body copy.

Quick Terms Glossary

- Use “no-cost.” Do not use “free”.
- Mass Save Sponsors “Sponsors” is always capitalized, when referring to Mass Save Sponsors, or when used as Sponsors of Mass Save.
- ENERGY STAR® certified Do not use a hyphen between “STAR” and “certified.” Registered trademark should be used on the first instance of “ENERGY STAR®.”
- Use “Sponsors” instead of “Program Administrators.” The term “Sponsors” is more easily recognized and understood by our customers.

Quick Terms Glossary

Do not use terms like:

- “Mass Save will ___”
- “Mass Save offers ___”
- “Mass Save Provides ___”

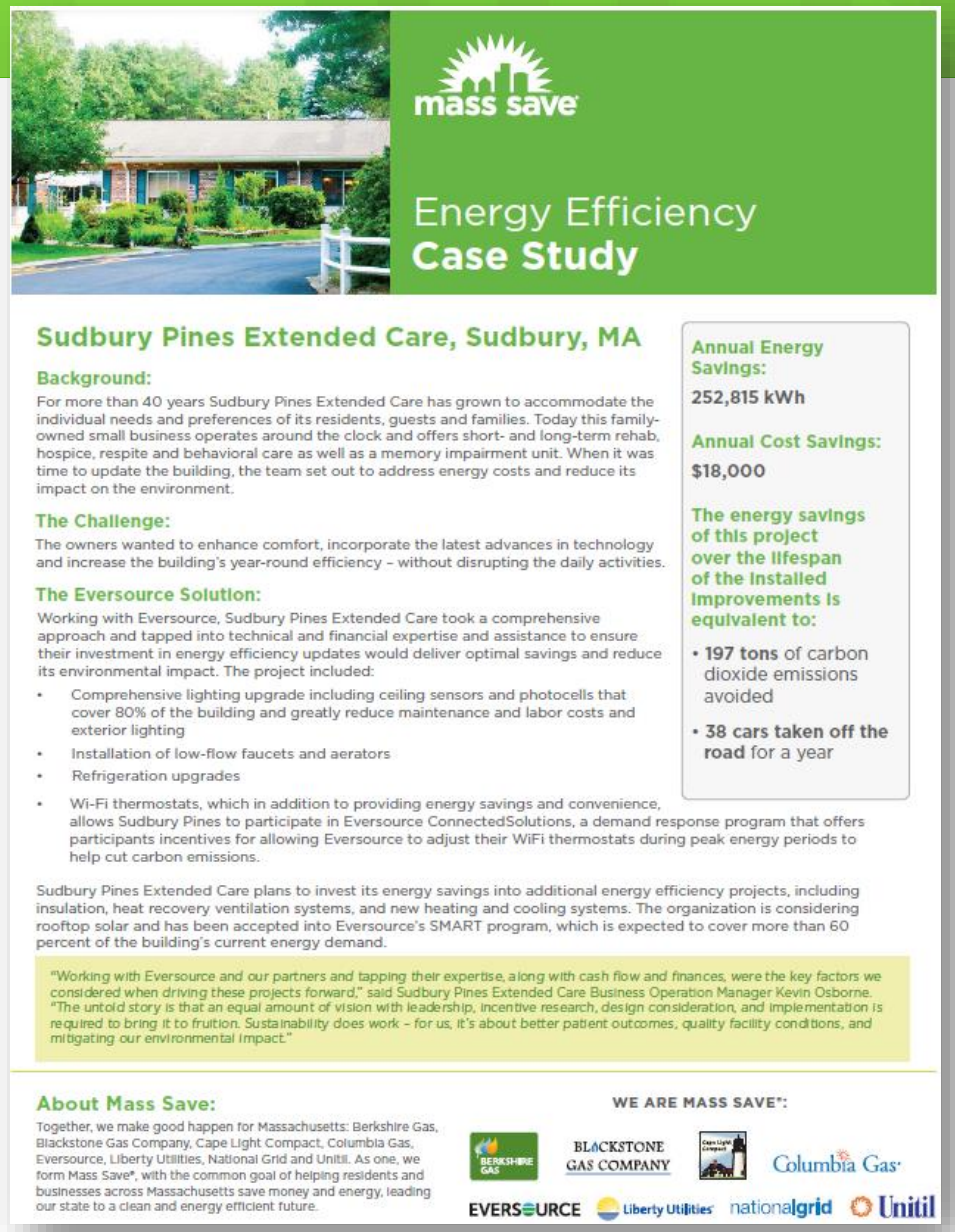
Because it is truly the utilities and energy efficiency service providers, not Mass Save, who provides these services.

Instead, use:
“The Sponsors of Mass Save® will ___” or
“The Sponsors of Mass Save® offer ___”

Share Success Stories

Has one of your customers successfully worked with your business to upgrade their equipment, undergo a home assessment or make energy efficiency upgrades through a Mass Save program or initiative? Share their story—a quote or a testimonial works well. Always be sure to tag Mass Save.

Send a detailed story summary to the Sponsor or Sponsors you worked with for a full-story creation.



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Energy Efficiency
Case Study

Sudbury Pines Extended Care, Sudbury, MA

Background:

For more than 40 years Sudbury Pines Extended Care has grown to accommodate the individual needs and preferences of its residents, guests and families. Today this family-owned small business operates around the clock and offers short- and long-term rehab, hospice, respite and behavioral care as well as a memory impairment unit. When it was time to update the building, the team set out to address energy costs and reduce its impact on the environment.

The Challenge:

The owners wanted to enhance comfort, incorporate the latest advances in technology and increase the building's year-round efficiency – without disrupting the daily activities.

The Eversource Solution:

Working with Eversource, Sudbury Pines Extended Care took a comprehensive approach and tapped into technical and financial expertise and assistance to ensure their investment in energy efficiency updates would deliver optimal savings and reduce its environmental impact. The project included:

- Comprehensive lighting upgrade including ceiling sensors and photocells that cover 80% of the building and greatly reduce maintenance and labor costs and exterior lighting
- Installation of low-flow faucets and aerators
- Refrigeration upgrades
- Wi-Fi thermostats, which in addition to providing energy savings and convenience, allows Sudbury Pines to participate in Eversource ConnectedSolutions, a demand response program that offers participants incentives for allowing Eversource to adjust their WiFi thermostats during peak energy periods to help cut carbon emissions.

Annual Energy Savings:
252,815 kWh

Annual Cost Savings:
$18,000

The energy savings of this project over the lifespan of the installed improvements is equivalent to:

- **197 tons** of carbon dioxide emissions avoided
- **38 cars taken off the road** for a year

Sudbury Pines Extended Care plans to invest its energy savings into additional energy efficiency projects, including insulation, heat recovery ventilation systems, and new heating and cooling systems. The organization is considering rooftop solar and has been accepted into Eversource's SMART program, which is expected to cover more than 60 percent of the building's current energy demand.

"Working with Eversource and our partners and tapping their expertise, along with cash flow and finances, were the key factors we considered when driving these projects forward," said Sudbury Pines Extended Care Business Operation Manager Kevin Osborne. "The untold story is that an equal amount of vision with leadership, incentive research, design consideration, and implementation is required to bring it to fruition. Sustainability does work – for us, it's about better patient outcomes, quality facility conditions, and mitigating our environmental impact."

About Mass Save:

Together, we make good happen for Massachusetts: Berkshire Gas, Blackstone Gas Company, Cape Light Compact, Columbia Gas, Eversource, Liberty Utilities, National Grid and Unitil. As one, we form Mass Save®, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

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Questions?

Small Business Vendors Meeting

February 25, 2020

WE ARE MASS SAVE®:

Agenda

- Overview of Statewide Approach
- EEAC Direction and Context
  - Measure Diversity
  - KPIs
- Thermostats & Demand Opportunities
- Energy Optimization
- Opportunities?
- Feedback from Business Partners

Overview of Statewide Approach

- Sponsors meet monthly to discuss consistencies/differences across each Sponsor statewide. Includes:
  - Measures offered and opportunities
  - Incentives available
  - Statewide promotions
- Working on common savings assumptions statewide for Instant Savings measures (currently under Custom)
- Statewide Marketing Vendor
  - Hired CLEAResult in 2019 to assist with Small Business marketing statewide

EEAC

- Energy Efficiency Advisory Council (EEAC)
  - Created by the Green Communities Act of 2008 (GCA)
  - EEAC guides the development of state and nation leading energy efficiency plans by the Sponsors
  - Charged with developing a long-term vision for the Commonwealth's energy future
  - Council is appointed by the MA Dept. of Public Utilities (DPU) and includes reps from various organizations and interests named in the GCA
  - Council is chaired by the Department of Energy Resources
  - ma-eeac.org/about

EEAC Direction

- Lighting and Non-Lighting
  - EEAC wants to see more controls installed in Lighting and Non-Lighting projects
  - Less relamp/reballast installations and more fixture installations
- KPIs
  - #4: Ratio of projects that include lighting controls projects to the total number of lighting projects by electric Sponsor (Number of controls projects / Number of lighting projects)
  - #5: Electric and gas net lifetime savings from custom HVAC projects and number of projects by Sponsor
  - #6: For electric C&I turnkey initiative, % of savings from non-lighting measures; for gas C&I turnkey initiative, % of savings from non-aerators

EEAC Direction

- Beyond Lighting
  - More comprehensive
  - Delivered fuel opportunities
    - Starting in 2019, Sponsors are now able to claim savings/benefits for oil and propane heating and hot water related projects
    - Could include HVAC, weatherization, water-saving devices and more
  - Heat Pumps
    - Large push for electrification (aka Energy Optimization) and for the installation of cold-climate heat pumps

Thermostats and Demand Opportunities

- Thermostats
  - Can be installed for all fuel types
  - Wi-Fi thermostats
    - What are the common issues with scoping and installing these?
- Demand Opportunities
  - Installing Wi-Fi thermostats allows for the Sponsors to offer Demand Response opportunities

Energy Optimization

- What is Energy Optimization (EO)?
  - Reduce the amount of delivered fuels consumed and replace or displace with heat pumps
- Currently all projects must be treated as a custom project
- Sponsors currently discussing a prescriptive ductless heat pump offering that offsets delivered fuels for eligible customers*
- C&I looking to create an offer similar to Residential
- May need to collect certain information about C&I site

*Offer may vary by Program Sponsor

Education and Training

- Important to make sure the customer understands HOW to use the equipment installed
- Proper commissioning of equipment is KEY to ensuring that it is running properly, and the customer is realizing energy savings
- What training opportunities would be most valuable?
- How can we address issues related to EMS and other Control system failures?
- Sponsors provide funding for Certified Energy Auditor (CEA) training

Learn more here.

Evaluations

- Programs are being heavily evaluated right now
- Crucial to make sure that savings values reported are as accurate as possible
- Ensure that correct heating and hot water fuels are being reported to Sponsor
- Provide accurate operating hours
- Customer education about equipment is crucial

Opportunities?

- Sponsors are working with evaluation to do a non-energy impact study.
  - More benefits that will be able to be claimed, resulting in more viable projects.
- Are there measures that the Sponsors should consider?
- Marketing needs?
- Customer directed option may be available by Sponsor.

Raise your hand:
Did you complete a non-lighting project in 2019?

Feedback from Business Partners?

- Why aren’t more non-lighting projects being scoped?
  - What are the challenges around comprehensiveness?
- What can the Sponsors do to help?
  - Training opportunities that would be most valuable
  - How can we address issues related to EMS and other Control system failures?
- Who generally has had luck with comprehensiveness and type of business?

Vendor Awards

Berkshire Gas

First Church of Christ – Pittsfield

The gothic style church was built in 1853 with local quarried stone and native lumber. After years of ice dam issues and unused parts of the church in winter due to no insulation, the church called the Berkshire hotline for help.

Vendor: CET

Measures Installed:

Air sealing

Insulation

Estimated Savings: 4,716 therms

Project Cost: $35,752

Incentive: $32,176

Impact: The work was completed in February and almost immediately, there was a very noticeable difference in the comfort of the building. The church staff noted that there were areas of the building that they were unable to use in the winter because it was simply too cold and now they are fully using all areas of the building year round. The ice dam issues were resolved, and the customer was extremely happy with the process and results.

Cape Light Compact

Housing Assistance Corporation

Non-profit that offers housing programs and services throughout Cape Cod and the Islands.

Vendor: RISE Engineering

Measures installed:

LED Lighting

High Efficiency RTUs with Dual Enthalpy Economizer, Supply Fan VFDs and CO2 sensors

EMS – allows user to control dampers, monitor space temp and humidity

Estimated Savings:

114,464 kWh and 1,353 Therms

Total Project Cost:

$178,639.96

Total Incentives Received:

$115,349 (CLC $113,319 and National Grid $2,030)

Columbia Gas

Grace Episcopal Church

Grace Episcopal Church is a historic Episcopal Church building at Common and Jackson Streets in Lawrence, Massachusetts. The site on which it as built has been used for religious facilities since 1846, around the time of Lawrence's founding. RISE Engineering conducted an energy assessment that identified the following improvements.

Vendor: RISE Engineering / Ross Lendway

Measures installed:

Air Sealing
Attic Insulation
Pipe Insulation
Building Controls: Mini EMS
Boiler Controls: Tekmar System
Steam Trap Survey & Repairs

Estimated Savings: 5,000 Therms +/-

Total Project Cost: $31,400

Total Incentive Received: $29,000

"Thank you...Very nice group of workers. Appeared to be very organized and efficient. Their boss also came by to check with them and see how all went." - Church Director

Eversource

Kenny's Garden Center – Fairhaven, Ma

Vendor: Complete Energy Services in conjunction with National Resource Management

***Measures installed*:**

LED Lighting,

Lighting Controls – Occupancy Sensors

ECM Motors – evaporator fan

Refrigeration controls – cycling evaporator fans, digital temp control

Aerators

T-STAT

Estimated Savings: 16,278 kWh and 94 Therms

Total Project Cost: $7,495.15

Total Incentive Received: $7,120.40

"I am happy with the refrigeration upgrades but really impressed with the new LED lighting. Great products and service and is going to be recommending CES and NRM to others!"
Kenny

Liberty Utilities

St. Vincent's Home – Fall River, MA

Multi-service, behavioral health organization targeting dormitory buildings and the main building for gas and electric efficiency upgrades.

Vendor: RISE Engineering

Measures installed:

Air sealing, duct sealing, attic insulation, weather stripping,

Wi-Fi thermostats, Lighting

Estimated Savings: 4,716 therms and 43,529 kWh

Total Project Cost: $97,820

Total Incentive: $62,469

National Grid

YMCA of Greater Springfield

Vendor: Energy Source

2-phase job

Measures installed:

Prescriptive & Custom LED lighting
Controls – Lutron sensors, RTUs
Catalyst system
Aerators

Estimated Savings:

1,969 Lifetime MWh savings

Incentives Received:

Customer received approx. 69% and 80% incentive depending on the installed measure
Also received 0% 24 month on-bill repayment

Unitil

Montachusett Community Branch YMCA

Vendor: AECOM

Measures:

- Targeted LED Lighting
- Hot Water Conservation

Project Economics

- Cost: $44,700
- Incentives: $31,700
- Electric Savings: 34,000 Annual kWh
- Gas Savings: 979 Annual Therms

Thank you

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